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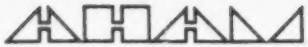
ASSOCIATION OF HOME APPLIANCE MANUFACTURERS
20 NORTH WACKER DRIVE • CHICAGO, ILLINOIS 60606
312-984-5800
GOVERNMENT RELATIONS: 200 DAINGERFIELD ROAD
ALEXANDRIA, VIRGINIA 22314; 703-683-8822



REFRIGERATION
ESTIMATED DISTRIBUTOR SALES BY STATE
1987

STATE	Households by State - 1986* (In Thousands)	REFRIGERATORS	CHEST FREEZERS	UPRIGHT FREEZERS	ROOM AIR CONDITIONERS
Alabama	1,464	106,400	20,700	9,300	77,000
Alaska	179	4,400	2,800	1,200	100
Arizona	1,209	111,500	5,300	8,200	10,300
Arkansas	886	49,400	14,500	6,100	40,500
California	9,842	861,100	32,500	47,500	109,700
Colorado	1,240	75,200	7,300	8,800	12,500
Connecticut	1,175	113,700	5,400	6,700	102,700
Delaware	232	21,000	1,800	2,000	20,400
Dist. of Columbia	251	12,900	900	1,000	11,900
Florida	4,636	487,900	39,100	30,000	250,900
Georgia	2,199	227,600	28,300	17,500	126,300
Hawaii	336	29,500	4,100	1,700	10,000
Idaho	356	16,600	1,800	2,300	1,800
Illinois	4,237	275,900	30,200	22,300	185,000
Indiana	2,026	153,600	19,000	12,100	70,100
Iowa	1,071	56,600	13,200	5,600	34,600
Kansas	935	54,900	7,800	5,700	29,300
Kentucky	1,355	70,400	11,800	5,400	49,300
Louisiana	1,567	82,400	18,900	13,500	87,400
Maine	439	35,000	4,900	2,800	5,300
Maryland	1,624	166,200	8,900	12,100	117,000
Massachusetts	2,173	194,800	9,900	11,100	93,300
Michigan	3,315	248,200	23,000	20,700	110,400
Minnesota	1,565	118,400	17,000	9,900	62,800
Mississippi	902	48,200	17,100	5,500	47,300

STATE	Households by State - 1986* (In Thousands)	REFRIGERATORS	CHEST FREEZERS	UPRIGHT FREEZERS	ROOM AIR CONDITIONERS
Missouri	1,916	128,900	21,500	11,700	85,700
Montana	304	12,600	3,200	2,500	2,200
Nebraska	605	37,700	8,000	4,300	11,200
Nevada	381	23,100	1,100	1,700	8,500
New Hampshire	379	31,100	1,900	2,700	16,000
New Jersey	2,776	266,600	14,100	16,800	276,500
New Mexico	523	26,000	3,400	3,700	2,200
New York	6,672	486,900	21,000	33,300	318,500
North Carolina	2,340	203,400	24,900	16,300	136,400
North Dakota	247	12,900	6,600	2,000	6,900
Ohio	3,998	270,900	33,400	25,200	176,200
Oklahoma	1,255	57,200	10,000	8,700	32,900
Oregon	1,058	60,000	3,600	10,100	14,200
Pennsylvania	4,411	338,000	33,500	30,500	248,100
Rhode Island	364	34,000	1,900	2,700	14,300
South Carolina	1,176	81,200	12,900	8,200	72,500
South Dakota	261	10,000	3,500	1,300	5,200
Tennessee	1,783	155,200	28,500	14,400	112,200
Texas	5,916	366,000	42,600	44,100	224,400
Utah	514	35,900	3,800	5,600	2,400
Vermont	200	13,900	900	900	2,900
Virginia	2,122	168,700	14,600	13,100	111,200
Washington	1,723	111,800	9,800	16,300	15,500
West Virginia	710	30,300	4,700	3,100	27,500
Wisconsin	1,767	123,200	18,400	13,100	67,000
Wyoming	182	4,500	900	800	700
TOTAL	88,797	6,711,800	674,700	562,100	3,657,100

*Source: Provisional Estimates for July 1, 1986.
U.S. Department of Commerce, Bureau of the Census

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KITCHEN APPLIANCES
ESTIMATED DISTRIBUTOR SALES BY STATE
1987

STATE	Households by State - 1986* (In Thousands)	FREE-STANDING ELEC. RANGES	BUILT-IN ELEC. RANGES	PORTABLE DISHWASHERS	BUILT-IN DISHWASHERS	COMPACTORS
Alabama	1,464	46,100	14,400	3,300	50,600	3,200
Alaska	179	1,400	300	200	3,000	300
Arizona	1,209	59,000	13,000	2,100	82,800	2,900
Arkansas	886	16,500	6,400	2,100	23,700	2,100
California	9,842	185,700	113,500	20,800	607,700	47,700
Colorado	1,240	43,500	7,300	3,700	57,600	3,100
Connecticut	1,175	69,100	9,700	4,700	65,100	5,500
Delaware	232	11,800	1,500	1,100	13,900	700
Dist. of Columbia	251	6,100	500	100	6,000	300
Florida	4,636	293,900	43,400	6,900	293,500	12,200
Georgia	2,199	86,000	33,500	3,300	119,800	6,000
Hawaii	336	11,100	4,100	200	9,700	300
Idaho	356	10,400	1,600	1,600	11,700	400
Illinois	4,237	62,300	14,900	13,400	134,200	6,500
Indiana	2,026	50,000	9,100	6,800	60,700	4,200
Iowa	1,071	24,900	2,400	5,000	22,500	1,000
Kansas	935	25,700	6,000	4,100	37,600	2,100
Kentucky	1,355	41,600	6,800	3,800	33,500	1,900
Louisiana	1,567	16,100	8,400	1,800	34,600	2,600
Maine	439	23,200	2,100	2,300	16,300	1,400
Maryland	1,624	75,700	10,100	3,300	106,400	4,100
Massachusetts	2,173	91,200	12,300	9,300	108,900	11,700
Michigan	3,315	97,200	14,800	15,300	111,700	4,200
Minnesota	1,565	55,100	7,200	5,900	64,800	2,900
Mississippi	902	16,300	7,600	1,400	20,900	1,300

STATE	Households by State - 1986* (In Thousands)	FREE-STANDING ELEC. RANGES	BUILT-IN ELEC. RANGES	PORTABLE DISHWASHERS	BUILT-IN DISHWASHERS	COMPACTORS
Missouri	1,916	62,100	15,000	6,800	78,000	3,700
Montana	304	8,000	1,200	1,600	7,000	700
Nebraska	605	17,400	2,900	3,800	21,400	900
Nevada	381	11,900	3,000	500	22,600	1,000
New Hampshire	379	19,200	2,700	1,900	24,900	2,700
New Jersey	2,776	54,900	12,500	9,400	140,900	9,300
New Mexico	523	8,500	2,800	1,100	16,500	1,500
New York	6,672	126,200	23,600	20,300	220,000	10,300
North Carolina	2,340	125,500	27,800	4,200	92,600	5,500
North Dakota	247	7,700	500	1,000	6,300	300
Ohio	3,998	121,900	17,700	15,600	115,100	5,600
Oklahoma	1,255	14,800	8,400	2,900	36,000	2,800
Oregon	1,058	28,200	11,800	4,100	37,300	1,700
Pennsylvania	4,411	142,800	21,500	19,700	160,000	9,000
Rhode Island	364	12,500	1,100	1,400	12,900	1,300
South Carolina	1,176	40,900	15,000	1,600	37,100	2,200
South Dakota	261	4,700	300	1,300	4,700	200
Tennessee	1,783	89,000	21,300	5,200	75,400	5,200
Texas	5,916	98,900	47,700	8,600	226,900	15,400
Utah	514	21,900	4,300	2,300	24,600	1,600
Vermont	200	7,700	1,000	700	8,000	600
Virginia	2,122	91,200	19,900	3,600	100,900	5,000
Washington	1,723	62,800	18,700	6,000	77,300	5,500
West Virginia	710	15,100	2,900	1,700	11,100	1,300
Wisconsin	1,767	57,400	5,800	7,600	44,300	1,700
Wyoming	182	2,000	300	600	2,500	200
TOTAL	88,797	2,673,100	640,600	256,400	3,701,800	223,700

*Source: Provisional Estimates for July 1, 1986.
U.S. Department of Commerce, Bureau of the Census

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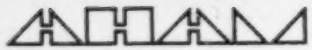

HOME LAUNDRY
ESTIMATED DISTRIBUTOR SALES BY STATE
1987

STATE	Households by State - 1986* (In Thousands)	AUTOMATIC WASHERS	ELECTRIC DRYERS	GAS DRYERS
Alabama	1,464	100,700	68,400	3,400
Alaska	179	5,500	4,100	900
Arizona	1,209	92,600	63,600	8,500
Arkansas	386	52,500	35,000	4,000
California	9,842	652,300	248,100	261,600
Colorado	1,240	73,400	57,900	5,600
Connecticut	1,175	87,000	68,100	8,400
Delaware	232	20,900	16,500	1,400
Dist. of Columbia	251	8,800	6,500	1,000
Florida	4,636	398,400	297,200	10,400
Georgia	2,199	180,600	135,800	10,200
Hawaii	336	23,200	11,400	800
Idaho	356	16,100	13,400	200
Illinois	4,237	234,700	78,000	117,000
Indiana	2,026	117,900	76,400	25,900
Iowa	1,071	51,500	29,700	11,600
Kansas	935	54,500	37,500	7,100
Kentucky	1,355	72,000	52,300	4,900
Louisiana	1,567	90,200	49,800	15,200
Maine	439	30,500	25,100	700
Maryland	1,624	131,700	95,900	12,300
Massachusetts	2,173	153,200	104,200	26,100
Michigan	3,315	212,600	91,300	82,200
Minnesota	1,565	98,000	52,700	28,300
Mississippi	902	52,800	34,200	1,900

STATE	Households by State - 1986* (In Thousands)	AUTOMATIC WASHERS	ELECTRIC DRYERS	GAS DRYERS
Missouri	1,916	118,100	78,300	17,700
Montana	304	14,600	11,800	300
Nebraska	605	36,100	25,800	3,100
Nevada	381	18,800	13,000	3,700
New Hampshire	379	31,800	24,900	3,500
New Jersey	2,776	202,800	85,000	77,100
New Mexico	523	28,700	19,100	3,400
New York	6,672	362,600	178,300	85,800
North Carolina	2,340	188,900	134,500	4,000
North Dakota	247	13,100	10,000	600
Ohio	3,998	260,700	180,200	36,600
Oklahoma	1,255	63,000	43,700	7,300
Oregon	1,058	55,600	44,000	1,300
Pennsylvania	4,411	285,300	172,300	55,700
Rhode Island	364	21,800	15,100	3,400
South Carolina	1,176	85,900	61,300	1,800
South Dakota	261	12,200	8,400	800
Tennessee	1,783	132,900	101,600	3,000
Texas	5,916	366,300	247,600	37,500
Utah	514	34,600	25,100	5,300
Vermont	200	11,500	8,500	900
Virginia	2,122	146,200	113,700	4,300
Washington	1,723	101,800	86,700	2,500
West Virginia	710	34,700	24,400	2,300
Wisconsin	1,767	90,300	55,500	20,600
Wyoming	182	5,900	4,700	300
TOTAL	88,797	5,735,900	3,526,500	1,032,700

*Source: Provisional Estimates for July 1, 1986.
U.S. Department of Commerce, Bureau of the Census